



Revision number:

Purchasing Agent: Jared Gardner

Phone #: (801) 538-3342

Email: jaredgardner@utah.gov**Item: Hummingbird Document Management Software and Kofax Scanning Software**

Vendor: VC0000102046 KJM & Associates
500 108th Ave. NE, Suite 1000
Bellevue, WA 98004

Internet Homepage: www.kjmassoc.com

General Contact: Harold Lloyd
Telephone: (425) 451-3881 (Bellevue, WA)
(503) 225-1120 (Portland, OR)
Fax number: (425) 464-8965
Email: hlloyd@kjmassoc.com

Usage Report Contact: Harold Lloyd
Telephone: (425) 451-3881
Fax number: (425) 464-8965
Email: hlloyd@kjmassoc.com
Reporting Type: Line-Item

Brand/trade name: Hummingbird and Kofax

Price: See discounts below.

Payment Terms: Net 30 Days
Effective dates: 09/01/06 through 08/31/09
Renewal options remaining: Potential renewals through 08/31/12
(Three (3) One (1) year terms)
Days required for delivery: 1-2 weeks (5-10 working days after receipt of order)
Price guarantee period: 90 days
Freight: FOB Destination

Note: This is a new contract. Please review all documents before placing an order.

This is a multiple award contract. Please review the following contracts for optimal pricing, delivery, and service before making your purchasing decision: **MA107 (DocuSoft America – EMC Documentum)** and **MA108 (FileNet)**. Documentation of your purchasing decision should be kept for each transaction.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a DO (delivery order) in FINET. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**Scope of Contract**

This contract is for the resale of Hummingbird's suite of document management software and maintenance and Kofax's Ascent Capture software and maintenance. No other third party software products are authorized by this contract. Also consulting/professional/training services are not allowed under this contract and must be sourced by the customer independent of this contract.

Ordering and Pricing

Products may be obtained by contacting KJM & Associates. Price sheets indicating the list software price and list maintenance are attached.

Hummingbird Volume Discounts

Purchase Volume	Software Discount	Maintenance Discount
50 or more users	5%	2%
100 or more users	10%	4%
400 or more users	40%	15%

Hummingbird Product List

Product	List Price	Maintenance	Notes
Hummingbird DM Client	\$499.00	\$89.82	
Hummingbird RM Client	\$299.00	\$53.82	
Hummingbird RM Administrator	\$9,500.00	\$1,710.00	
Hummingbird Imaging	\$149.00	\$26.82	
Hummingbird Enterprise Workflow Client	\$299.00	\$53.82	
Hummingbird Enterprise Workflow Manager	\$1,500.00	\$270.00	
Hummingbird Enterprise Workflow Studio	\$9,500.00	\$1,710.00	
Hummingbird BI Query Administrator	\$1,995.00	\$359.10	
Enterprise Webtop	\$199.00	\$35.82	
Webtop Anonymous External Users	\$90,000.00	\$16,200.00	Per CPU
Automated E-mail Management Mailbox	\$129.00	\$23.22	
Automated E-mail Management Server for MS Exchange	\$3,000.00	\$540.00	Per CPU
DM Content Cache	\$4,000.00	\$720.00	Per CPU
AutoCAD for DM	\$250.00	\$45.00	
DM for Siebel	\$149.00	\$26.82	
DM Anonymous External user	\$90,000.00	\$16,200.00	Per CPU
Collaboration Client	\$199.00	\$35.82	
Collaboration External Users	\$90,000.00	\$16,200.00	Per CPU
IM Client	\$99.00	\$17.82	
Mobility Client	\$199.00	\$35.82	
DM Workflow	\$175.00	\$31.50	
KM Client	\$199.00	\$35.82	
MS Exchange for KM	\$74.00	\$13.32	
Lotus Notes for KM	\$74.00	\$13.32	
RDBMS for KM	\$74.00	\$13.32	
ETOC & RLC Activator for KM	\$74.00	\$13.32	
Concept Builder Administrator Tool	\$20,000.00	\$3,600.00	Per Server
KM Anon Ext User	\$10,000.00	\$1,800.00	Per CPU



Hummingbird Support Options

Support Plan	List Price
Platinum for Hummingbird Enterprise	15% of List Price Min. \$180,000
Platinum - Per Geographical location	15% of List Price Min. \$75,000
Gold - Per Geographical location	10% of List Price Min. \$50,000
Silver - Per Geographical location	\$8,500.00
Bronze - Per Geographical location	\$4,000.00
Bronze for ESRI - Per Geographical location	\$6,000.00

Kofax Discount

10% discount on Kofax Ascent Capture Software
Maintenance is at Kofax list price

Comments

- o All discounts based on individual orders, not cumulative orders.
- o All prices based on named users, unless otherwise noted.
- o Discount does not apply to Hummingbird Support.
- o All orders are subject to applicable tax, tariffs, duties and S&H charges.
- o Discount based on acceptance of standard software license agreement.
- o Payments terms are 30 days following the date the order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance
- o Hummingbird has proposed a 5% per year maximum maintenance increase (capped at list) to start with the 2nd renewal. The 2nd year maintenance (1st renewal) is the same discount as the year 1 maintenance.

Contact Information

KJM

Harold Lloyd
Vice President, Information Management Solutions
500 108th Ave NE, Suite 1000
Bellevue, WA 98004-5500
(425) 451 3881
hlloyd@kjmassoc.com

Hummingbird

Mark Gallagher
Sales Director - Rocky Mountain States
6732 W. Coal Mine Ave. #414
Littleton, CO 80128
(303) 798 2582
mark.gallagher@hummingbird.com

FINET COMMODITY CODE:
20853 Integrated Software

REVISION HISTORY:

STATE OF UTAH - STATE COOPERATIVE CONTRACT

CONTRACT NUMBER MA106

1. CONTRACTING PARTIES: This State Cooperative Contract is between the **Division of Purchasing and General Services**, an agency of the State of Utah, and the following CONTRACTOR:

KJM & Associates

Name		
500 108 th Ave. NE, Suite 1000		
Address		
Bellevue	WA	98004
City	State	Zip

LEGAL STATUS OF CONTRACTOR

- ☐ Sole Proprietor
☐ Non-Profit Corporation
☒ For-Profit Corporation
☐ Partnership
☐ Government Agency

Contact Person Harold Lloyd Phone #425-451-3881 Fax # 425-464-8965 Email hlloyd@kjmassoc.com
Federal Tax ID# 91-1350719 Vendor #VC0000102046 Commodity Code #20853

2. GENERAL PURPOSE OF CONTRACT: The general purpose of this contract is to provide:

This contract is for the resale of Hummingbird's suite of document management software and maintenance and Kofax's Ascent Capture software and maintenance. No other third party software products are authorized by this contract. Also consulting/professional/training services are not allowed under this contract and must be sourced by the customer independent of this contract.

3. CONTRACT PERIOD: Effective date: 09/01/06 Termination date: 08/31/09 unless terminated early or extended in accordance with the terms and conditions of this contract. Renewal options (if any): Three (3) one (1) year
4. PRICING AS PER THE ATTACHMENT B
PAYMENT TERMS: Net 30 Days
DAYS REQUIRED FOR DELIVERY: 5-10 Working Days
MINIMUM ORDER: Not Applicable
FREIGHT TERMS: Per Attachment A
5. ATTACHMENT A: Standard Contract Terms and Conditions, State Cooperative Contract
ATTACHMENT B: Pricing and Discount List
Any conflicts between Attachment A and other Attachments will be resolved in favor of Attachment A.
6. DOCUMENTS INCORPORATED INTO THIS CONTRACT BY REFERENCE BUT NOT ATTACHED:
a. All other governmental laws, regulations, or actions applicable to the goods and/or services authorized by this contract.
b. Utah State Procurement Code, Procurement Rules, and CONTRACTOR'S response to Bid #JG6902 dated 11/21/05.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

CONTRACTOR

STATE OF UTAH.

Laurie C. Beden
Contractor's Signature

Douglas G. Richins

Director, Div. of Purchasing & General Svs.

LAURIE C. BEDEN CFO
Type or Print Name and Title

9/4/2006
Date

SEP 12 2006
Date

Attachment A

Standard Contract Terms and Conditions State of Utah, State Cooperative Contract

- 1. AUTHORITY:** Provisions of this contract are pursuant to the authority set forth in 63-56, Utah Code Annotated, 1953, as amended, Utah State Procurement Rules (Utah Administrative Code Section R33), and related statutes which permit the STATE to purchase certain specified services, and other approved purchases for the STATE.
- 2. CONTRACT JURISDICTION, CHOICE OF LAW, AND VENUE:** The provisions of this contract shall be governed by the laws of the State of Utah. The parties will submit to the jurisdiction of the courts of the State of Utah for any dispute arising out of this Contract or the breach thereof. Venue shall be in Salt Lake City, in the Third Judicial District Court for Salt Lake Co.
- 3. LAWS AND REGULATIONS:** The Contractor and any and all supplies, services, equipment, and construction proposed and furnished under this contract will comply fully with all applicable Federal and State laws and regulations.
- 4. RECORDS ADMINISTRATION:** The Contractor will maintain, or supervise the maintenance of all records necessary to properly account for the payments made to the Contractor for costs authorized by this contract. These records will be retained by the Contractor for at least four years after the contract terminates, or until all audits initiated within the four years have been completed, whichever is later. The Contractor agrees to allow the State and Federal auditors, and State agency staff, access to all the records to this contract, for audit and inspection, and monitoring of services. Such access will be during normal business hours, or by appointment.
- 5. CONFLICT OF INTEREST:** Contractor certifies that it has not offered or given any gift or compensation prohibited by the laws of the State of Utah to any officer or employee of the STATE or participating political subdivisions to secure favorable treatment with respect to being awarded this contract.
- 6. INDEPENDENT CONTRACTOR:** Contractor will be an independent Contractor, and as such will have no authorization, express or implied to bind the STATE to any agreements, settlements, liability or understanding whatsoever, and agrees not to perform any acts as agent for the STATE, except as expressly set forth herein. Compensation stated herein will be the total amount payable to the Contractor by the STATE. The Contractor will be responsible for the payment of all income tax and social security tax due as a result of payments received from the STATE for these contract services. Persons employed by the STATE and acting under the direction of the STATE will not be deemed to be employees or agents of the Contractor.
- 7. INDEMNITY CLAUSE:** The Contractor will release, protect, indemnify and hold the STATE and the respective political subdivisions and their officers, agencies, employees, harmless from and against any damage, cost or liability, including reasonable attorney's fees for any or all injuries to persons, property or claims for money damages arising from acts or omissions of the Contractor, his employees or subcontractors or volunteers.
- 8. EMPLOYMENT PRACTICES CLAUSE:** The Contractor agrees to abide by the provisions of Title VI and VII of the Civil Rights Act of 1964 (42USC 2000e) which prohibits discrimination against any employee or applicant for employment or any applicant or recipient of services, on the basis of race, religion, color, or national origin; and further agrees to abide by Executive Order No. 11246, as amended, which prohibits discrimination on the basis of sex; 45 CFR 90 which prohibits discrimination on the basis of age; and Section 504 of the Rehabilitation Act of 1973, or the Americans with Disabilities Act of 1990 which prohibits discrimination on the basis of disabilities. Also, the Contractor agrees to abide by Utah's Executive Order, dated March 17, 1993, which prohibits sexual harassment in the work place.
- 9. SEVERABILITY:** If any provision of this contract is declared by a court to be illegal or in conflict with any law, the validity of the remaining terms and provisions will not be affected; and the rights and obligations of the parties will be construed and enforced as if the contract did not contain the particular provision held to be invalid.
- 10. RENEGOTIATION OR MODIFICATIONS:** The terms of this contract will not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the State Director of Purchasing. Automatic renewals will not apply to this contract.
- 11. DEBARMENT:** The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract), by any governmental department or agency. If the Contractor cannot certify this statement, attach a written explanation for review by the STATE. The Contractor must notify the State Director of Purchasing within 30 days if debarred by any governmental entity during the Contract period.
- 12. TERMINATION:** Unless otherwise stated in the Special Terms and Conditions, this contract may be terminated, with cause by either party, in advance of the specified termination date, upon written notice being given by the other party. The party in violation will be given ten (10) working days after notification to correct and cease the violations, after which the contract may be terminated for cause. This contract may be terminated without cause, in advance of the specified expiration date, by either party, upon 90 days prior written notice being given the other party. On termination of this contract, all accounts and payments will be processed according to the financial arrangements set forth herein for approved services rendered to date of termination.
- 13. NONAPPROPRIATION OF FUNDS:** The Contractor acknowledges that the State cannot contract for the payment of funds not yet appropriated by the Utah State Legislature. If funding to the State is reduced due to an order by the Legislature or the Governor, or is required by State law, or if federal funding (when applicable) is not provided, the State may terminate this contract or proportionately reduce the services and purchase obligations from the State upon 30 days written notice. In the case that funds are not appropriated or

are reduced, the State will reimburse Contractor for products delivered or services performed through the date of cancellation or reduction, and the State will not be liable for any future commitments, penalties, or liquidated damages.

14. TAXES: Proposal prices will be exclusive of state sales, use and federal excise taxes. The State of Utah's sales and use tax exemption number is E33399. The tangible personal property or services being purchased are being paid from STATE funds and used in the exercise of that entity's essential functions. If the items being purchased are construction materials, they will be converted into real property by employees of this government entity, unless otherwise stated in the contract, or contract orders. The State of Utah's Federal excise exemption number is 87-780019K.

15. WARRANTY: The Contractor agrees to warrant and assume responsibility for all products (including hardware, firmware, and/or software products) that it licenses, contracts, or sells to the State of Utah under this contract for a period of one year, unless otherwise specified and mutually agreed upon elsewhere in this contract. The Contractor (seller) acknowledges that all warranties granted to the buyer by the Uniform Commercial Code of the State of Utah apply to this contract. Product liability disclaimers and/or warranty disclaimers from the seller are not applicable to this contract unless otherwise specified and mutually agreed upon elsewhere in this contract. In general, the Contractor warrants that: (1) the product will do what the salesperson said it would do, (2) the product will live up to all specific claims that the manufacturer makes in their advertisements, (3) the product will be suitable for the ordinary purposes for which such product is used, (4) the product will be suitable for any special purposes that the STATE has relied on the Contractor's skill or judgment to consider when it advised the STATE about the product, (5) the product has been properly designed and manufactured, and (6) the product is free of significant defects or unusual problems about which the STATE has not been warned. Remedies available to the STATE include the following: The Contractor will repair or replace (at no charge to the STATE) the product whose nonconformance is discovered and made known to the Contractor in writing. If the repaired and/or replaced product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. Nothing in this warranty will be construed to limit any rights or remedies the State of Utah may otherwise have under this contract.

16. PARTICIPANTS: This is a contract to provide the State of Utah government departments, institutions, agencies and political subdivisions (i.e., colleges, school districts, counties, cities, etc.) with the goods and/or services described in the proposal.

17. POLITICAL SUBDIVISION PARTICIPATION: Participation under this contract by political subdivisions (i.e., colleges, school districts, counties, cities, etc.) will be voluntarily determined by the political subdivision. The Contractor agrees to supply the political subdivisions based upon the same terms, conditions and prices.

18. QUANTITY ESTIMATES: The STATE does not guarantee to purchase any amount under the contract to be awarded. Estimated quantities are for proposing purposes only and are not to be construed as a guarantee to purchase any amount.

19. DELIVERY: The prices proposed will be the delivered price to any state agency or political subdivision. Unless otherwise specified by the State, all deliveries will be F.O.B. destination with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage will remain with Contractor until final inspection and acceptance when responsibility will pass to the Buyer except as to latent defects, fraud, and Contractor's warranty obligations. The minimum shipment amount will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered will be shipped without transportation charges.

20. REPORTS: The Contractor will submit quarterly reports to the State Purchasing Agent showing the quantities and dollar volume of purchases by each agency and political subdivision.

21. PROMPT PAYMENT DISCOUNT: Offeror may quote a prompt payment discount based upon early payment; however, discounts offered for less than 30 days will not be considered in making the award. The prompt payment discount will apply to payments made with purchasing cards and checks. The date from which discount time is calculated will be the date a correct invoice is received or receipt of shipment, whichever is later; except that if testing is performed, the date will be the date of acceptance of the merchandise.

22. FIRM PRICES: Unless otherwise stated in the special terms and conditions, for the purpose of award, offers made in accordance with this solicitation must be good and firm for a period of ninety (90) days from the date of proposal opening.

23. PRICE GUARANTEE, ADJUSTMENTS: The contract pricing resulting from this proposal will be guaranteed for the period specified. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the contract will not be effective unless approved by the State Director of Purchasing. The STATE will be given the immediate benefit of any decrease in the market, or allowable discount.

24. ORDERING AND INVOICING: Orders will be placed by the using agencies directly with the Contractor. All orders will be shipped promptly in accordance with the delivery guarantee. The Contractor will then promptly submit invoices to the ordering agency. The STATE contract number and the agency ordering number will appear on all invoices, freight tickets, and correspondence relating to the contract order. The prices paid by the STATE will be those prices on file with the Division of Purchasing. The STATE has the right to adjust or return any invoice reflecting incorrect pricing.

25. PAYMENT: Payments are normally made within 30 days following the date the order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments may be made via a State of Utah (or political subdivision) "Purchasing Card" (major credit card). All payments to the Contractor will be remitted by mail unless paid by Purchasing Card.

26. MODIFICATION OR WITHDRAWAL OF PROPOSALS: Proposals may be modified or withdrawn prior to the time set for the opening of proposals. After the time set for the opening of proposals, no proposals may be modified or withdrawn.

27. PROPOSAL PREPARATION COSTS: The STATE is not liable for any costs incurred by the offeror in proposal preparation.

28. INSPECTIONS: Goods furnished under this contract will be subject to inspection and test by the Buyer at times and places determined by the Buyer. If the Buyer finds goods furnished to be incomplete or not in compliance with proposal specifications, the Buyer may reject the goods and require Contractor to either correct them without charge or deliver them at a reduced price which is equitable under the circumstances. If Contractor is unable or refuses to correct such goods within a time deemed reasonable by the Buyer, the Buyer may cancel the order in whole or in part. Nothing in this paragraph will adversely affect the Buyer's rights including the rights and remedies associated with revocation of acceptance under the Uniform Commercial Code.

29. PATENTS, COPYRIGHTS, ETC.: The Contractor will release, indemnify and hold the Buyer, its officers, agents and employees harmless from liability of any kind or nature, including the Contractor's use of any copyrighted or un-copyrighted composition, secret process, patented or un-patented invention, article or appliance furnished or used in the performance of this contract.

30. ASSIGNMENT/SUBCONTRACT: Contractor will not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this contract, in whole or in part, without the prior written approval of the State Director of Purchasing.

31. DEFAULT AND REMEDIES: Any of the following events will constitute cause for the STATE to declare Contractor in default of the contract: 1. Nonperformance of contractual requirements; 2. A material breach of any term or condition of this contract. The STATE will issue a written notice of default providing a period in which Contractor will have an opportunity to cure. Time allowed for cure will not diminish or eliminate Contractor's liability for liquidated or other damages. If the default remains, after Contractor has been provided the opportunity to cure, the STATE may do one or more of the following: 1. Exercise any remedy provided by law; 2. Terminate this contract and any related contracts or portions thereof; 3. Impose liquidated damages, if liquidated damages are listed in the contract; 4. Suspend Contractor from receiving future proposal solicitations.

32. FORCE MAJEURE: Neither party to this contract will be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The STATE may terminate this contract after determining such delay or default will reasonably prevent successful performance of the contract.

33. HAZARDOUS CHEMICAL INFORMATION: The Contractor will provide one set of the appropriate material safety data sheet(s) and container label(s) upon delivery of a hazardous material to the user agency. All safety data sheets and labels will be in accordance with each participating state's requirements.

34. NON-COLLUSION: By signing the proposal, the offeror certifies that the proposal submitted has been arrived at independently and has been submitted without collusion with, and without any agreement, understanding or planned common course of action with, any other vendor of materials, supplies, equipment or services described in the Solicitation, designed to limit independent proposing or competition.

35. PUBLIC INFORMATION: Except as identified in writing and expressly approved by the State Division of Purchasing, Contractor agrees that the contract and related Sales Orders and Invoices will be public documents, as far as distribution of copies, and Contractor gives the STATE express permission to make copies of the contract, the response to the solicitation, and related Sales Orders and Invoices in accordance with the State of Utah Government Records Access and Management Act. The permission to make copies as noted will take precedence over any statements of confidentiality, proprietary information, or copyright information.

36. PROCUREMENT ETHICS: The Contractor understands that a person who is interested in any way in the sale of any supplies, services, construction, or insurance to the State of Utah is violating the law if the person gives or offers to give any compensation, gratuity, contribution, loan or reward, or any promise thereof to any person acting as a procurement officer on behalf of the State, or who in any official capacity participates in the procurement of such supplies, services, construction, or insurance, whether it is given for their own use or for the use or benefit of any other person or organization (63-56-1002, Utah Code Annotated, 1953, as amended).

37. ENERGY CONSERVATION AND RECYCLED PRODUCTS: The contractor is encouraged to offer Energy Star certified products or products that meet FEMP (Federal Energy Management Program) standards for energy consumption. The State of Utah also encourages contractors to offer products that are produced with recycled materials, where appropriate, unless otherwise requested in this solicitation.

38. CONFLICT OF TERMS: Contractor Terms and Conditions that apply must be in writing and attached to the contract. No other Terms and Conditions will apply to this contract including terms listed or referenced on a Contractor's website, terms listed in a Contractor quotation/sales order, etc. In the event of any conflict in the contract terms and conditions, the order of precedence shall be: 1. Attachment A: State of Utah Standard Contract Terms and Conditions; 2. State of Utah Contract Signature Page(s); 3. Additional State Terms and Conditions; 4. Contractor Terms and Conditions.

39. ENTIRE AGREEMENT: This Agreement, including all Attachments, and documents incorporated hereunder, and the related State Solicitation constitutes the entire agreement between the parties with respect to the subject matter, and supersedes any and all other prior and contemporaneous agreements and understandings between the parties, whether oral or written. The terms of this Agreement shall supersede any additional or conflicting terms or provisions that may be set forth or printed on the Contractor's work plans, cost estimate forms, receiving tickets, invoices, or any other related standard forms or documents of the Contractor that may subsequently be

used to implement, record, or invoice services hereunder from time to time, even if such standard forms or documents have been signed or initialed by a representative of the State. The parties agree that the terms of this Agreement shall prevail in any dispute between the terms of this Agreement and the terms printed on any such standard forms or documents, and such standard forms or documents shall not be considered written amendments of this Agreement.

Revision date: 2 Feb 2006

Attachment B

Pricing and Discount List

Hummingbird Product List

Product	List Price	Maintenance	Notes
Hummingbird DM Client	\$499.00	\$89.82	
Hummingbird RM Client	\$299.00	\$53.82	
Hummingbird RM Administrator	\$9,500.00	\$1,710.00	
Hummingbird Imaging	\$149.00	\$26.82	
Hummingbird Enterprise Workflow Client	\$299.00	\$53.82	
Hummingbird Enterprise Workflow Manager	\$1,500.00	\$270.00	
Hummingbird Enterprise Workflow Studio	\$9,500.00	\$1,710.00	
Hummingbird BI Query Administrator	\$1,995.00	\$359.10	
Enterprise Webtop	\$199.00	\$35.82	
Webtop Anonymous External Users	\$90,000.00	\$16,200.00	Per CPU
Automated E-mail Management Mailbox	\$129.00	\$23.22	
Automated E-mail Management Server for MS Exchange	\$3,000.00	\$540.00	Per CPU
DM Content Cache	\$4,000.00	\$720.00	Per CPU
AutoCAD for DM	\$250.00	\$45.00	
DM for Siebel	\$149.00	\$26.82	
DM Anonymous External user	\$90,000.00	\$16,200.00	Per CPU
Collaboration Client	\$199.00	\$35.82	
Collaboration External Users	\$90,000.00	\$16,200.00	Per CPU
IM Client	\$99.00	\$17.82	
Mobility Client	\$199.00	\$35.82	
DM Workflow	\$175.00	\$31.50	
KM Client	\$199.00	\$35.82	
MS Exchange for KM	\$74.00	\$13.32	
Lotus Notes for KM	\$74.00	\$13.32	
RDBMS for KM	\$74.00	\$13.32	
ETOC & RLC Activator for KM	\$74.00	\$13.32	
Concept Builder Administrator Tool	\$20,000.00	\$3,600.00	Per Server
KM Anon Ext User	\$10,000.00	\$1,800.00	Per CPU

Hummingbird Support Options

Support Plan	List Price
Platinum for Hummingbird Enterprise	15% of List Price Min. \$180,000
Platinum - Per Geographical location	15% of List Price Min. \$75,000
Gold - Per Geographical location	10% of List Price Min. \$50,000
Silver - Per Geographical location	\$8,500.00
Bronze - Per Geographical location	\$4,000.00
Bronze for ESRI - Per Geographical location	\$6,000.00

Hummingbird Volume Discounts

Purchase Volume	Software Discount	Maintenance Discount
50 or more users	5%	2%
100 or more users	10%	4%
400 or more users	40%	15%

Kofax Discount

10% discount on Kofax Ascent Capture Software

Comments

- o All discounts based on individual orders, not cumulative orders.
- o All prices based on named users, unless otherwise noted.
- o Discount does not apply to Hummingbird Support.
- o All orders are subject to applicable tax, tariffs, duties and S&H charges.
- o Discount based on acceptance of standard software license agreement.
- o Payments terms are 30 days following the date the order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance